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is presented, but there is no attempt to analyze or interpret the facts collated. The tabulated data are poorly displayed, there is no index, and the bibliography is composed chiefly of easily accessible official reports and current writings on Canada. Despite these defects, however, the book may serve a purpose by giving German manufacturers and traders a notion of the possibilities of building up trade with Canada.

Die Kolonisation Sibiriens. By P. A. STOLYPIN and A. W. KRIWOSCHEIN, translated by CARL ERICH GLEYE. Berlin: Hermann Paetl, 1912. Large 8vo, pp. 163.

The book deals with the colonization of Siberia, which constitutes one of the most important problems of economic policy in Russia. The late prime minister, P. A. Stolypin, and his colleague, the minister of agriculture, A. W. Kriwoschein, describe from personal observations the geographical conditions of the territory, its natural resources and advantages, its chief needs, etc.; they give an account of the material conditions of the settlers, and discuss critically the governmental organization of the colonization movement, pointing out its faults and advantages in comparison with the former and partly persisting free colonization movement. Finally they call attention to the significance of the economic opening of this vast territory for European Russia. The authors are undoubtedly well informed on the subject. Further, they present the matter in a manner that will prove attractive to the general reader.

Henry Demarest Lloyd. A Biography. By CARO LLOYD. With an Introduction by CHARLES RUSSEL. New York: Putnam, 1912. 2 vols, 8vo, pp. xv+308; ix+390. \$5.00.

This narrative of Mr. Lloyd's life throws many interesting sidelights on such questions as the short-lived free trade agitation of the early seventies, the beginnings of trade unionism in this country and the troubrous times which the systematic organization of labor occasioned, the birth of the anti-trust sentiment, and the beginnings of that unrest which today exhibits itself in Socialism and Progressivism. The late Mr. Lloyd was the first to attack the complacency with which the American people were wont to regard the newly-born mammoth trade organizations. His writings and speeches have therefore some little interest, and all the freshness that is the characteristic of pioneer work in any field. Nevertheless, the reader who is impersonally interested in the results of Mr. Lloyd's lifework may find the biography rather too expansive.

The Psychology of Salesmanship. By W. W. ATKINSON. Holyoke, Mass.: Elizabeth Towne Co., 1912. 8vo, pp. 246. \$1.00.

This little book is an attempt to analyze the psychological elements that enter into a business transaction. After the general point of view is presented

and the importance of psychology in business is emphasized, the book proceeds to analyze "the mind of the salesman" and "the mind of the buyer." A treatment of these two essential elements in the background of salesmanship is followed by a discussion of the actual sale under such topics as "the psychology of purchase," "the approach," "the demonstration," and "the closing."

Altogether it is a very suggestive and pleasing work, and attempts to gain for psychological factors the respect and consideration of business men. The author, however, has overdone his attempts at a sprightly and picturesque style.

Through the Mill. By AL PRIDDY. New York: The Pilgrim Press, 1911. 8vo, pp. vii+283. \$1.35 net.

The author has here presented in autobiographical form a popular treatment of the question of child labor. The victim's circumstances are aggravated by the fact that his drunken foster-parents, thoroughly foreign in their understanding, are unable to adapt themselves to American customs and laws, whereby parents of most modest means send their children to school.

Two points of significance are brought out in the first part of the book, namely, the perjury of the father with regard to the boy's age, and the leniency with which school certificates are secured without requiring records of birth. The second part of the book deals with the commonly understood physical and moral dangers attendant upon child labor.

The Challenge of the Country. By GEORGE WALTER FISKE. New York: Association Press, 1912. 12mo, pp. xiii+283. 75 cents.

Avowedly, the purpose of this volume is to point out to college students opportunities in various directions for rural leadership. A general survey and brief discussion of farm problems in the United States is distinctly subordinated to this end. The attitude of the author is hortative with little critical emphasis. Secondary material alone is employed in a rather indiscriminate manner. Though there is little of purely scientific value, the book is admirably edited and contains numerous illustrations which together with a clear and at times forceful style ought to make it of value within the field for which it is intended.

The British West Indies. By A. E. ASPINALL. Boston: Little, Brown & Co., 1912. 8vo, pp. 425. \$3.00 net.

This is a book of general information concerning the history, the resources, the industrial development, the forms of government, and the life and activity generally of the British West Indian colonies. All of these subjects are treated in an interesting and suggestive manner, though not with any pretense at completeness. Despite the sketchy treatment, or, perhaps, because of it,